



California Software Licensing Program Fact Sheet

FREQUENTLY ASKED QUESTIONS

VIP has extensive expertise in government procurement processes and holds a number of specific vehicles that accelerate procurement for government agencies and educational institutions. SLP agreements reduce the need for California departments to conduct repetitive acquisitions for proprietary software subscriptions, licenses, and upgrades. They also allow organizations to take advantage of large-volume discounts offered by technology vendors to achieve cost savings.

ARE SLPS COMPETITIVELY BID?

SLP agreements are not bid, they are negotiated.

HOW DO DEPARTMENTS USE SLPS?

Departments solicit bids from a minimum of three (3) resellers.

WHAT IF A REQUEST FOR OFFER ONLY ELICITS ONE RESPONSE?

You only need one response. You may issue a purchase order to the responding reseller and document in your file why the other resellers did not respond.

WHAT PRODUCTS & SERVICES ARE AVAILABLE UNDER THE SLP?

SaaS Subscriptions, Software Licenses, Maintenance & Support, Installation, Implementation, Training.

CAN IMPLEMENTATION SERVICES BE PURCHASED AS STANDALONE?

They can be when they are in support of software purchased under the SLP.

WHAT IS THE MAXIMUM ORDER LIMIT UNDER THE SLP?

The limit is \$2 million, and you must follow your department's purchasing accreditation tier.

ARE THERE EXEMPTIONS TO EXCEED THE MAXIMUM ORDER LIMIT?

Exemptions may be available with prior approval by the CA Department of General Services. Complete the SLP exemption request form and submit to the SLP team.

CAN STATE AND LOCAL GOVERNMENTS USE SLP?

Entities that expend public funds may use the SLP. Local governments set their own order limits.

CA SLP CONTRACTS

VIP has a number of California SLP agreements available to serve a wide variety of project needs. These diverse offerings put innovative solutions from leading technology providers within easy reach. Options include:

- Accela
- Apptio
- ARInspect
- Infor
- Kiefer Consulting
- Mark43
- Meridian Knowledge Solutions
- MicroFocus
- Okta
- OpenText
- Red Hat
- SAP (via Qualtrics & Carahsoft)
- Tyler Technologies

VISIONARY INTEGRATION PROFESSIONALS (VIP)

A strategic approach to drive results

VIP offers a diverse solution portfolio that allows organizations to better align strategy with execution. The most effective path to achieving success requires dedicated teams, proven methods, and adaptability to tailor our solution offerings to meet the unique needs of our customers. Our technology solutions and advisory service capabilities provide the visibility, proven execution, and agility to accelerate strategic change. VIP has partnered with 1,200+ customers to deliver **results that matter.**